About MedTech Europe

MedTech Europe is the European trade association representing the medical technology industries, in diagnosis, prevention and cure. MedTech Europe started as an alliance in October 2012 formed by two organisations - EDMA, representing the European in vitro diagnostic industry; and Eucomed, representing the European medical devices industry. Our members include European-national medical technology associations, distributors, and manufacturers of Medical Technologies operating in Europe, Middle East and Africa. MedTech Europe’s mission is to make innovative medical technology available to more people, while helping healthcare systems move towards a sustainable path. We also promote medical technology’s value for Europe through our five-year industry strategy, which focuses on value based innovations that support more sustainable healthcare systems. MedTech Europe provides technical, regulatory and market research information to our members.

The European in vitro diagnostic industry is a market worth around €11 billion. Driven by research and development, 95% of the industry is comprised of small and medium size enterprises and approximately 1 billion euros per year is reinvested in R&D.

Developed by MedTech Europe, the Global Diagnostic Market Statistics (GDMS) and Management Information System (MIS) programmes provide a comprehensive overview of the latest market trends based on the Global IVD Product Classification (GIVD). For more information, visit http://www.medtecheurope.org.

Organisation of the GDMS programme

- Essential for marketing departments.
- Provides detailed quarterly market reports.
- Participating companies report national net invoiced sales at parameter level (more than thousand product lines) according to the GIVD classification.
Why join?

18 National Associations participate, providing data from 18 countries.

• More than 80 companies participate, providing more than 85% of the market covered in major countries.
• Consistent and effective product classification with the Global IVD (GIVD) Classification.
• Electronic input and output of data.

Input at the parameter level

The participating companies report national net invoiced sales (end-user) directly to Club Inter Pharmaceutique (CIP)*.

• Frequency: on a quarterly basis (a few countries report biannually).
• Reporting is done at parameter level (according to the Global IVD (GIVD) classification) in local currency.

For example: Free Prostatic Specific Antigen (fPSA)
Level 1: Category Immunochemistry Reagents
Level 2: Group Tumour Markers
Level 3: Subgroup Cancer Antigens
Level 4: Parameter Free Prostatic Specific Antigen (fPSA)

MedTech Europe has developed a logical classification system for all IVD products that is regularly updated according to market needs and changes.

See MedTech Europe website: www.medtecheurope.org

Individual company’s input is confidential

* Club Inter Pharmaceutique (CIP) is a not-for-profit data handling organisation based in Paris.

Output at the parameter level

ONLY participating companies receive a consolidated report from CIP for the country in which they participate.

The National Associations involved in the programme receive a consolidated report from CIP for their country at the parameter level. Company data is not given to the National Associations.

Austria France Slovakia
Australia Germany South Africa
Belgium Italy Spain
Canada The Netherlands Switzerland
Czech Republic Poland UK
Denmark Portugal USA

Report (for companies)

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Quarter</th>
<th>Turnover</th>
<th>Growth rate %</th>
<th>Market share %</th>
<th>Company ranking</th>
</tr>
</thead>
<tbody>
<tr>
<td>Level 1</td>
<td>CIP</td>
<td>Your company sales</td>
<td>Your company growth rate</td>
<td>Your company market share</td>
<td>Numbers of competitors reporting</td>
</tr>
<tr>
<td>Level 2</td>
<td>CIP</td>
<td>All company sales</td>
<td>All company growth rates</td>
<td></td>
<td>Listing of each individual competitor with their ranking (not market share)</td>
</tr>
<tr>
<td>Level 3</td>
<td>CIP</td>
<td>Subgroup Cancer Antigens</td>
<td></td>
<td></td>
<td></td>
</tr>
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Report (for National Associations)

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Periodic:

• Actual quarter (9 consecutive quarters)
• Year-To-Date (YTD) accumulated quarters starting in January “n”
• Moving Annual Total (MAT): rolling quarters

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<td>Versus all company sales</td>
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Subgroup (e.g. Cancer Antigens) Same consolidated data provided for subgroup
Group (e.g. Tumour Markers) Same consolidated data provided for group
Category (e.g. Immunochemistry) Same consolidated data provided for category

Periods:
• Actual quarter (9 consecutive quarters)
• Year-To-Date (YTD) accumulated quarterly
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Global Diagnostic Market Statistics

Quarterly IVD market data on parameter level

International Partners

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Global Diagnostic Market Statistics

Quarterly IVD market data on parameter level

International Partners

MedTech Europe from diagnosis to cure

Rue Joseph II, 40 – Brussels, Belgium
+32 (0)2 200 95 43
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Organization of the GDMS programme

Data input electronically

Manufacturer A
Parameters: a, b, c

Data consolidated by CIP (Club Inter Pharmaceutique)

Manufacturer B
Parameters: a, b, c

Quarterly data output electronically

Manufacturer C
Parameters: a, b, c

Participating Manufacturers
Consolidated report: Parameter a, b, c, d, e, f, g

Personalised analysis
(market share, competitive ranking & growth rates), not available to competitors

National Association Member
Consolidated report: Parameter a, b, c, d, e, f, g (no company data)